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Motivation: The Nature of Human Nature

People are very complicated machines - far more so than we usually appreciate. Human behavior is complicated because of two reasons: first, the nature of the body, an extremely complex organism; and second, the experiences, the events and contacts with many people and things which molds one's reactions. People never do things that aren't caused. Causes that operate to produce behavior are natural causes that come in the form of needs. A need is a tension and tensions lead to behavior that will reduce the tension and produce satisfaction.

People are born with a pretty complete set of physiological needs but they learn many other needs. These learned needs are derived needs that are picked up as we go about the process of living. Most of the needs people carry around with them are derived. People are motivated to act and to learn if they can satisfy a basic need through this action or learning. Basic needs, wants, desires, motives, incentives or urges have been classified in a variety of ways. According to some psychologists these basic needs, motivations, or drives may be categorized as follows:

SECURITY - Safety, stability, a fixed and insured position in the social order. Security is relief from fear. It is safety, protection and salvation. It becomes a wish to certainty, causes us to choose an assured but modest income rather than run the risks of gambling, speculation or agitation for social change. Security may be in the physical sense (money, laws, insurance, property) or in social sense (at ease, know role, accepted).

NEW EXPERIENCE - Change, novelty, adventure, curiosity. In the social sense we may seek new experiences in: contacts with people, making new friends, exchanging ideas, creating social situations, playing new or different roles, developing human relations, skills, identification with others and with new situations, and accepting different responsibilities. We are usually not very curious about the utterly new, but about something new in a familiar setting.

RECOGNITION - Power, superiority, prestige, status, attention, mastery, influence, excellence, and ego satisfaction. Recognition may come to one just because he is a member of a certain family, team or group.

RESPONSE - Love, fellowship, respect, feelings of pleasure toward persons and sharing. Not essentially competitive like recognition. Being accepted, feeling that ideas are accepted, people to turn to to get acceptance, tell troubles to, and feel like helping others.





